



COMCAST

2012 Supplier Diversity Annual Report & 2013 Annual Plan



COMCAST 2012 SUPPLIER DIVERSITY ANNUAL REPORT & 2013 ANNUAL PLAN

ORDER INSTITUTING RULEMAKING INTO THE IMPLEMENTATION OF
PUBLIC UTILITIES CODE SECTIONS 8281-8286 RELATING TO WOMEN, MINORITY AND
DISABLED VETERAN BUSINESS ENTERPRISES

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Comcast California
procurement purchases
with CPUC Clearinghouse
certified WMDVBE vendors
increased to 22.3 percent
of our 2012 spend.

MESSAGE FROM CALIFORNIA REGIONAL SENIOR VICE PRESIDENT

Since 2010 Comcast California has established a solid foundation for our Supplier Diversity Program and we committed to building upon our success each year thereafter.

For the third consecutive year of voluntary reporting, Comcast California has fulfilled our commitment. We are proud of the achievements we have made towards reaching our supplier diversity goals.

Since we started voluntary reporting we have exceeded our diverse supplier spend goals.

- In 2011, our target for diverse supplier spend was 13.0 percent; Comcast California achieved 20.0 percent.
- For 2012, the benchmark was 18.0 percent spend and Comcast California achieved 22.3 percent diverse supplier spend.

We accomplished this by: increasing outreach to diverse suppliers; investing in data systems to capture diverse spend; educating internal and external audiences about the supplier diversity process; creating targeted diversity supplier match-making programs; and, partnering with key stakeholders.

Comcast has a long-standing commitment to diversity and inclusion, not just as values, but as a part of our business philosophy central to our operations. Our diversity and inclusion initiatives span five key focus areas: Governance, Workforce, Procurement, Programming, and Community Investment. Achieving our supplier diversity goals in a relatively short timeframe further demonstrates our continued commitment to ensuring a successful Comcast California Supplier Diversity Program.

Together we can continue to strengthen California businesses and communities.

In partnership,

Henry 'Hank' Fore

For the third consecutive year of voluntary reporting, Comcast California's Supplier Diversity Program continues to evolve and exceed its target diverse spend goals.

This significant year-over-year growth is due to Comcast's commitment to building a strong, sustainable, and successful supplier diversity program. In 2012, Comcast California procurement purchases with California Public Utilities Commission (CPUC) Clearinghouse certified Women, Minority, and Disabled Veterans Business Enterprises (WMDVBE) equated to 22.3 percent of our total procurement in California. Comcast built the foundation for a long-term supplier diversity program and continues to focus on the three pillars of success: (1) enhanced outreach, (2) vendor certification, and (3) transforming Comcast California's Supplier Diversity Program into a data-driven operation.

Outreach

As part of its California Supplier Diversity Program, Comcast hosted its own matchmaking events based on the company's product and service needs, inviting diverse vendors that specialized in those areas (Building & Facilities; IT Staffing; and, Data Center Management). These specialized matchmaking events connected potential vendors with Comcast's purchasing decision makers in California.

In partnership with our fellow California cable operators, we co-sponsored the 2nd Annual California Cable Supplier Diversity Fair in Southern California.

Vendor Certification

Comcast California focused on educating and encouraging diverse vendors about the benefits of CPUC Clearinghouse certification. In partnership with the CPUC Supplier Clearinghouse, Comcast held a Certification Training Workshop. Working with diverse chambers of commerce and business associations, we reached out to diverse vendors about the opportunity to learn first-hand from the CPUC staff about its certification process. As a result, three vendors who attended training class received their certification by the end of 2012; several other vendors are at various stages of the certification process.

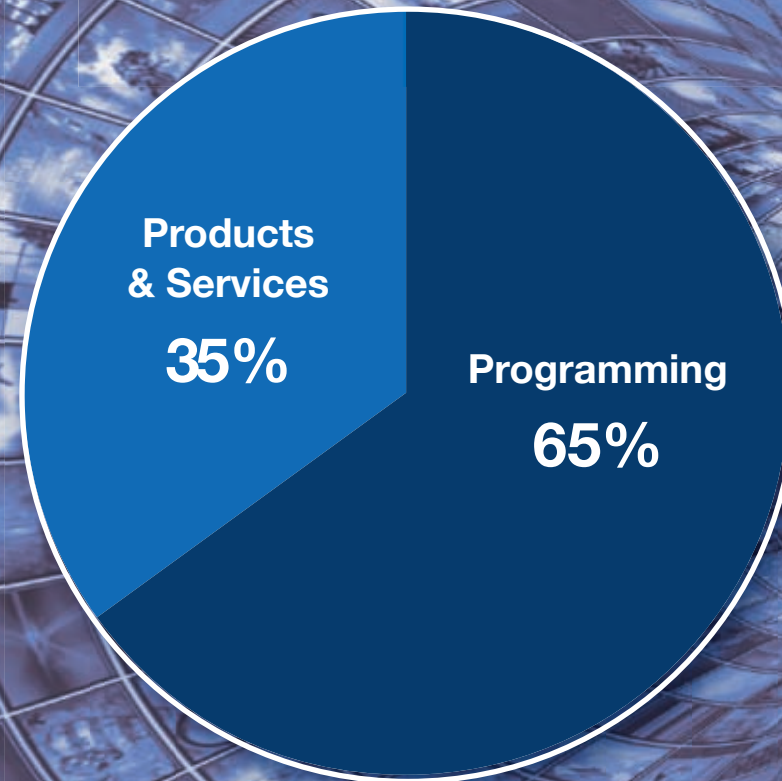
Enhancement of Data

Comcast California has improved the data systems supporting its Supplier Diversity Program. In collaboration with our Corporate Supplier Diversity Program, we have modified our internal systems to more accurately capture our diverse spend with CPUC Clearinghouse certified prime suppliers.

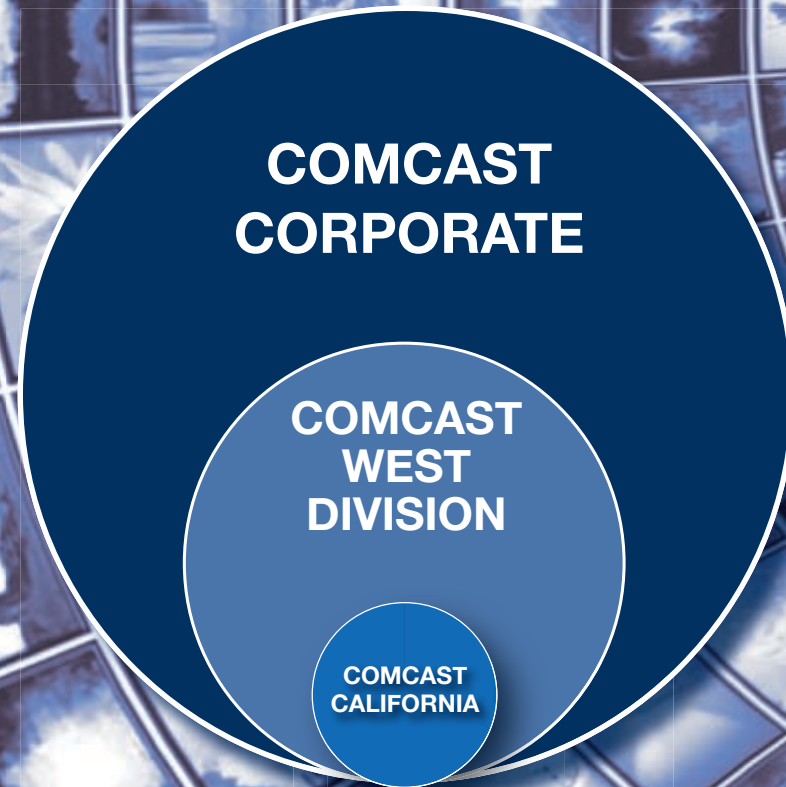
Comcast California is committed to building on the 2012 success of its Supplier Diversity Program by focusing on these three foundational pillars. A strong and sustainable Comcast California Supplier Diversity Program will continue to result in growth opportunities for California businesses and communities.



Comcast Cable Procurement



Where Procurement Decisions Are Made



Comcast's Supplier Diversity Program provides every business, regardless of its ownership or size, an opportunity to compete for business with our company. The program aims to encourage, expand and enhance WMDVBE participation in our supply chain.

Active partnership with organizations that support the inclusion of all vendors is a key success factor for our Supplier Diversity Program. Comcast California actively targets outreach events and collaborates with partner organizations to increase economic capacity for organizations and owners representing diverse communities.

COMCAST CABLE PROCUREMENT

Examples of Products & Services

- Vehicles
- Plant & System
- Building & Land
- Marketing
- Professional Services

WHERE PROCUREMENT DECISIONS ARE MADE

It is important to understand how procurement decisions are made at Comcast. As illustrated by the chart, Comcast Cable company-wide decisions are made at headquarters in Philadelphia. Divisional decisions are made at Comcast Cable's West Division headquarters in Denver. Comcast California is a region of the West Division and influences a portion of Comcast procurement decisions.

Comcast Cable procures products, services, and programming. As illustrated in the procurement chart, products and services represent approximately 35 percent of Comcast purchases in California. Most of our purchasing activity came from the following areas: transportation, plant and system, building and land, marketing, and professional services.

COMCAST

Supplier Diversity at Comcast

Supplier Registration & Profile Maintenance

Click [here](#) to register your company in Comcast's supplier diversity database

Registered Users: Login to the left to access or update your company's profile

2nd Tier Reporting

If you are prime supplier to Comcast and we have asked you to participate in our 2nd Tier reporting program, please click here <https://cvmas10.cvmsolutions.com/comcastTier2> to login with your assigned user name and password.

Certifying and Partner organizations

- NMSDC – National Minority Supplier Development Council <http://www.nmsdc.org/>
- WBENC – Women's Business Enterprise National Council <http://www.wbenc.com/>
- SBA - Small Business Administration <http://www.sba.gov/>

QUICK LINKS:

- For more information on our program please go to: <http://www.comcast.com/corporate/about/diversity/suppliers/suppliers.html?SCRedirect=true>
- To register for NBC Universal's supplier diversity program please go to <https://cvmas14.cvmsolutions.com/nbc>

CONTACT US

- If you have any technical issues while using this site, please contact CVM Solutions at comcastsupport@cvmsolutions.com
- For all other questions please contact Comcast at supplierinfo@cable.comcast.com

SUPPLIER USER **INTERNAL USER**

Username

Password

Login

[Forgot Username?](#)

[Forgot Your Password?](#)

Click [here](#) to register your business!

Supplier Diversity Resources

- Supplier guide (PDF)
- Registration FAQ's (PDF)
- Diversity ownership definitions (PDF)
- Tier II guide(PDF)

The Comcast California Supplier Diversity program continues to create sustainable relationships with, and economic opportunities for, diverse vendors. In 2012, Comcast made significant progress on its supplier diversity initiatives.

INTERNAL ACTIVITIES

- Enhanced the Comcast Supplier Diversity website making it more user-friendly and informative for potential diverse vendors www.comcast.com/supplierdiversity (website home page on left).
- Partnered with the corporate supplier diversity team to utilize new technology that captures non-diverse vendors' Tier 2 CPUC Clearinghouse spend, allowing Comcast California to include this information in its 2012 Supplier Diversity Report.
- Increased the number of internal trainings for internal procurement officers in decision-making roles.
- Diversity Supplier Specialist became a certified supplier diversity specialist.
- Comcast California launched a new WiFi hotspot service for its existing customers in most service areas in 2012. Comcast hosted a first quarter meeting with potential diverse vendors interested in a contracting opportunity relating to this initiative. One diverse vendor participated in the 2012 WiFi installing project.

Attending last year's California Cable Fair pointed me in the right direction and provided me with terrific contacts. It's certainly made a strong impact on our bottom line.

– Joanne Lunn

JT Electronics Corp, Speaker at the
2012 California Cable Industry
Supplier Diversity Fair



EXTERNAL ACTIVITIES

Comcast California's Supplier Diversity Program educates, engages, and encourages increased participation by WMDVBE businesses. Comcast California increased its participation significantly in 2012 in various activities to enhance supplier diversity efforts across the State. Comcast's involvement included: outreach, memberships, event support, supplier mentorship, certification, workshops (with suppliers and Comcast decision makers), recognition, communications, other targeted external efforts, and development for existing and potential suppliers.

Comcast's 2012 outreach efforts with diverse communities included:

KEY HIGHLIGHTS

- As part of the Comcast California Supplier Diversity Program, we brought together decision-making procurement officers with diverse vendors that offered the specific products and services needed. Diverse vendors in the areas of Building & Facilities, IT Staffing, and, Data Center Management, were invited to events hosted by Comcast.
- Joined with other California cable companies to host the 2nd Annual California Cable Industry Supplier Diversity Fair in Southern California. Over 100 vendors attended this successful fair.
- Partnered with the CPUC to host the CPUC Certification Workshops for diverse vendors on current list that were not yet certified.
- Executed an effective WMDVBE outreach strategy that resulted in Comcast participating in 42 outreach activities in 2012, a 75% increase over the 24 activities in 2011. Our 2012 participation included activities hosted by CPUC, the California Utility Diversity Council, regional councils, ethnic chambers, business associations, and diverse organizations.



A. MEMBERSHIP

- a. California Utilities Diversity Council (CUDC)
- b. National Minority Supplier Development Council (NMSDC)
- c. Women’s Business Enterprise National Council (WBENC)
- d. Northern California Minority Supplier Development Council (NCMSDC)
- e. Astra Women’s Business Alliance
- f. Sacramento Asian Pacific Chamber of Commerce
- g. Hispanic Chamber of Commerce of Alameda County
- h. Hispanic Chamber of Commerce of Contra Costa County
- i. Oakland African-American Chamber of Commerce
- j. Hispanic Chamber of Commerce of Sonoma County
- k. North Bay Black Chamber of Commerce
- l. Sacramento Black Chamber of Commerce
- m. San Joaquin Hispanic Chamber of Commerce
- n. Central California Hispanic Chamber of Commerce
- o. Fresno Metro Black Chamber of Commerce
- p. Merced County Hispanic Chamber of Commerce
- q. California Asian Pacific Chamber of Commerce
- r. California Black Chamber of Commerce

B. PROGRAM OR EVENT*

- a. Hispanic Chamber of Commerce of Silicon Valley
FestivAll 2012
- b. San Mateo County Hispanic Chamber of Commerce
Mayor’s Diversity Awards
- c. Central California Hispanic Chamber of Commerce
Annual Gala
- d. Fresno Area Hispanic Chamber of Commerce
Hispanic Leaders Gala
- e. Fresno Metro Black Chamber – *Installation Luncheon*
- f. San Joaquin Hispanic Chamber – *Business Forecast Conference*
- g. Sacramento Asian Chamber of Commerce – *Annual Gala*
- h. Organization of Chinese Americans (OCA)
Annual Dragon Festival Dinner
- i. Sacramento Asian Chamber of Commerce
17th Annual Installation & Awards Dinner
- j. San Francisco Chinese Chamber of Commerce
Chinese New Year Reception
- k. American Indian Chamber of Commerce of California
National Conference Reception
- l. Sacramento Black Chamber of Commerce – *Annual Dinner*
- m. North Bay Black Chamber of Commerce
Entrepreneur of Tomorrow Gala
- n. Hispanic Chamber of Commerce of Sonoma County –
Scholarship Gala



In partnership with the CPUC Supplier Clearinghouse, Comcast held ‘Certification’ workshops for diverse vendors.



C. WORKSHOPS

2012 Event Dates	Workshop Event Name
2/24/2012	Business Matchmaking 2012 Event
2/28/2012	“Comcast Xfinity WiFi Overview Meeting” - Host: Comcast
2/29/2012 - 3/1/2012	“Trade Mission with Canada” - Host: Astra Women’s Business Alliance (NorCal WBENC Affiliate)
3/23/2012	“Business Resource Expo” - Host: City of Cupertino and State Assembly Member Paul Fong
4/12/2012	“2012 Small Business Expo” - Host: CPUC/AT&T
5/14/2012; 5/15/2012	“Keeping The Promise 2012” - Host: California Disabled Veteran Business Alliance (CADVBE)
5/22/2012	“Comcast Building and Facilities Vendor/Supplier Fair” Host: Comcast
06/22/12	“Diverse Advertising and Media Outreach Forum” - Host: CUDC
07/24/12	“EXPO’12” - Host: AICCCAL
08/09/12	“Minority Business Opportunity Expo” - Host: NCMSDC
08/10/12	“Ron Brown Business Economic Summit Cal. Black Chamber of Commerce Convention
08/16/12	“Headend and IT Staffing Event” - Host: Comcast
08/17/12	“33rd Annual State Convention and Business Expo” - Host: Cal Hispanic Chamber of Commerce (CAHCC)
09/13/12	“Matchmaker & Expo” - Host: Astra
09/21/12	“California Cable Supplier Diversity Fair” - Host: Comcast, Cox, Time Warner, Charter
09/28/12	Paul Fong Matchmaking Event - Host: Assembly Member Paul Fong
10/02/12	Asian Business Summit - Host: Cal Asian Chamber and the ABA
10/18/12	“San Jose Small Business Expo” - Host: CPUC/San Jose Water
11/08/12	USPAACC Western Region Procurement Connections and Top 10 Asian American Business Awards

D. AWARDS & RECOGNITION

- For the seventh consecutive year in 2012, DiversityBusiness.com recognized Comcast among its **Top 50 Organizations for Multicultural Business Opportunities**
- For the sixth consecutive year in 2012, Comcast was named among the **10 Best U.S. Corporations for Veteran-Owned Businesses by the National Veteran-Owned Business Association**
- Comcast was recognized as one of DiversityInc's **25 Noteworthy Companies** for third year consecutive year in 2012
- Comcast was selected as **2012 Company of the Year by Latina Style Magazine**
- Black Enterprise Magazine selected Comcast as one of its **40 Best Companies for Diversity in 2012**
- Comcast-NBCUniversal ranked No. 9 among **Hispanic Business' Top 60 Corporations for Diversity in 2012**, marking Comcast's eighth consecutive year on the list
- Comcast was named one the **Best Companies for Asian American and Pacific Islanders by Asian Enterprise magazine**, which recognized Comcast's "unwavering and continued commitment to the small business community" and "invaluable contribution to the Asian American and Pacific Islander community"
- Comcast and NBCUniversal's Diversity Councils were ranked #5 among the **2012 Top 25 Diversity Councils by the Association of Diversity Councils**
- Comcast received a **Corporate Impact Award** at the California Asian & Pacific Islander Policy Summit, *iADVOCATE*, in 2012
- Comcast received the **National Association of Black Accountants' (NABA) 2012 Workforce Diversity Award**
- Comcast was named among an elite group of **Military Friendly Employers®** by G.I. Jobs magazine
- Comcast-NBCUniversal was named one of **U.S. Veterans Magazine's 2012 Best of the Best: Top 100 Companies Recruiting Veterans**
- The **U.S. Chamber of Commerce** and its National Chamber Foundation announced Comcast-NBCUniversal among its **2nd Annual Lee Anderson Hiring Our Heroes Award Winners**
- Comcast was listed among **Careers & the disABLED Magazine's Readers' Choice Top 50 Employers for 2012**
- Comcast Cable was the first-ever recipient of **Broadcasting & Cable and Multichannel News' new award for Leadership in Hispanic Television** presented in 2012

Top 60 Corporations for Diversity in 2012

10 Best 50 Best Companies

Corporations for Latinas

for Veteran Best

Owned Businesses Companies

DiversityInc's for Asian

25 Noteworthy Americans

Companies and Pacific

Islanders

Top 50 Organizations

for Multicultural

Business Opportunities



E. SUPPLIER MENTORSHIP OR DEVELOPMENT

Comcast Equips and Educates Business Owners

In today's competitive marketplace, entrepreneurs often need to have access to technology and digital literacy training to help them enhance and expand their businesses. The result is job creation and economic growth.

Comcast works in partnership with non-profit organizations that support small diverse business owners in our service areas. We invest in partnerships and programs that equip small business owners with the necessary tools to enhance and expand their businesses – from investing in computer centers in low-income communities to improving the digital literacy of business owners.

With Comcast's support, these organizations are working to narrow the digital divide amongst hundreds of underserved and underrepresented low-income communities.



TRAINING

- Comcast continues to enhance its Supplier Diversity Program by participating in various Northern California Minority Supplier Development Council and other organizations trainings and sessions about effective programs.

NCMSDC	2/21/2012	“Why American Needs to Explain Supplier Diversity”
NCMSDC	3/6/2012	“Supplier Diversity Auditing”
CVM Solutions	6/5/2012	“Review of Current Supplier Diversity Programs”
NCMSDC	6/7/2012	“Strategic Supplier Diversity Program Planning”
Veteran Affairs	6/19/2012	“Veteran Matchmaking Webinar - How to hire the Vet”

- Comcast is investing in specialized supplier diversity trainings and professional development for staff. In 2012, Comcast California’s supplier diversity specialist became a certified supplier diversity professional.

In 2012, Comcast California sought to reach 18.0 percent on its diverse vendor spend. Comcast California exceeded its goal and spent 22.3 percent of its operating expense with WMDVBE vendors, for a total of \$56,357,222. This spend includes \$20,155,841, or 8.0%, with Minority Business Enterprises and \$ 36,191,744, or 14.3%, or percent, with Women Business Enterprises.

2012 WMDVBE RESULTS BY ETHNICITY					
ETHNICITY		2012 GENERAL ORDER 156			
		TIER 1	TIER 2	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ 766,018	\$ -	\$ 766,018	0.3%
	Asian-American	\$ 13,943,813	\$ 3,079	\$ 13,946,892	5.5%
	Hispanic American	\$ 3,022,018	\$ 444,364	\$ 3,466,382	1.4%
	Native-American	\$ -	\$ -	\$ -	0.0%
	Other	\$ 13,641	\$ -	\$ 13,641	0.0%
	TOTAL MINORITY MEN	\$ 17,745,490	\$ 447,443	\$ 18,192,933	7.2%
MINORITY WOMEN	African-American	\$ -	\$ 7,027	\$ 7,027	0.0%
	Asian-American	\$ 569,205	\$ 1,040,321	\$ 1,609,526	0.6%
	Hispanic American	\$ 346,355	\$ -	\$ 346,355	0.1%
	Native-American	\$ -	\$ -	\$ -	0.0%
	Other	\$ -	\$ -	\$ -	0.0%
	TOTAL MINORITY WOMEN	\$ 915,560	\$ 1,047,348	\$ 1,962,908	0.8%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ 18,661,050	\$ 1,494,791	\$ 20,155,841	8.0%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ 36,188,124	\$ 3,620	\$ 36,191,744	14.3%
SUBTOTAL WOMEN, MINORITY BUSINESS (WMBE)		\$ 54,849,174	\$ 1,498,411	\$ 56,347,585	22.3%
SERVICE-DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ 9,637	\$ -	\$ 9,637	0.0%
TOTAL WMDVBE		\$ 54,858,811	\$ 1,498,411	\$ 56,357,222	22.3%
TOTAL PROCUREMENT				\$ 252,557,448	

1 Purchase amounts have been rounded to the nearest whole dollar

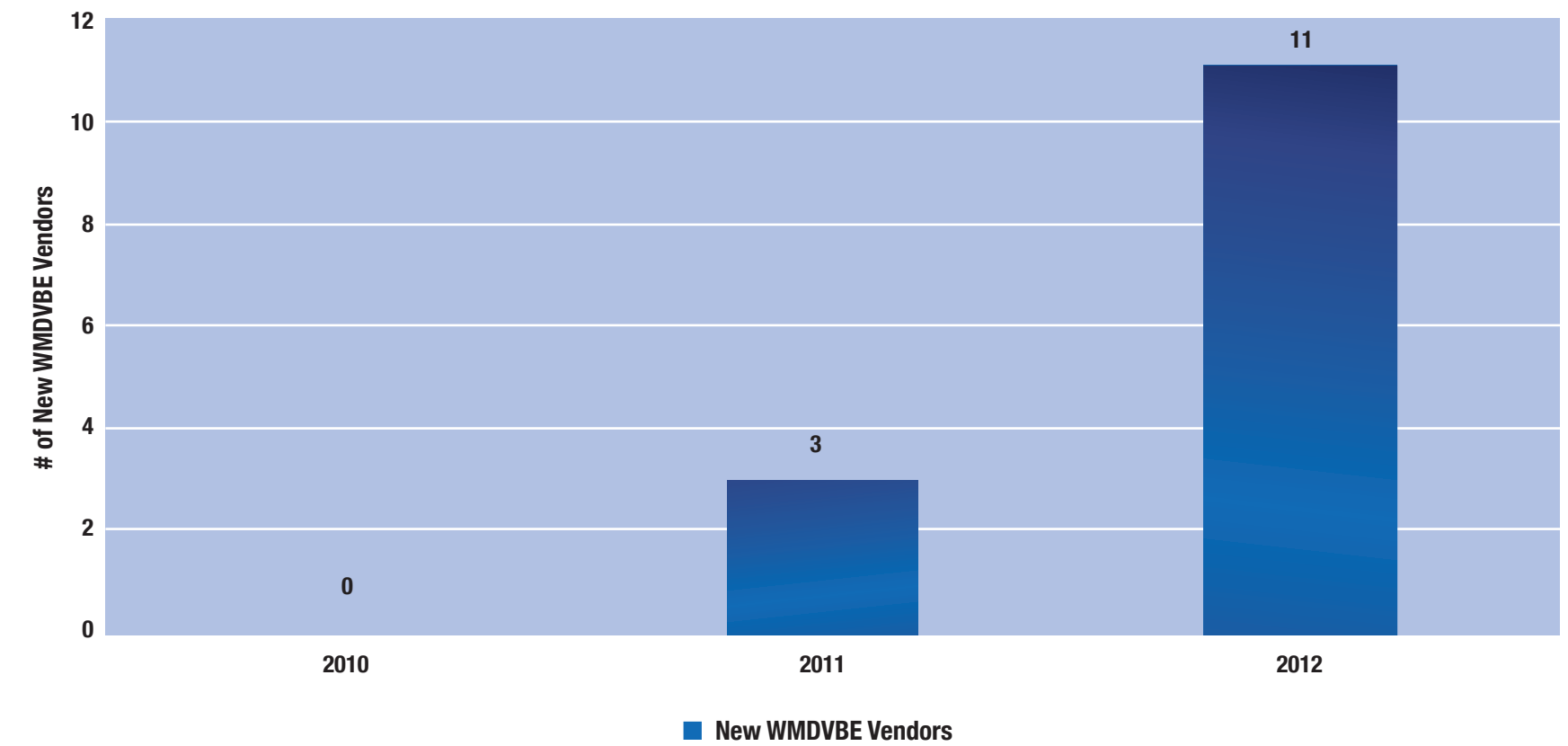
Comcast has further defined the 2012 WMDVBE Results by Product and Services by SIC codes. Please see Appendix B - 2012 Summary of WMDBVE Spend by SIC Code All Tiers, found on pages 40-41.

2012 WMDVBE RESULTS BY PRODUCT AND SERVICE – TIER 1							
ETHNICITY		2012 GENERAL ORDER 156 (FINAL)					
		Product \$	Product %	Services \$	Services %	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ 557,685	0.2%	\$ 208,333	0.1%	\$ 766,018	0.3%
	Asian-American	\$ 641,716	0.3%	\$ 13,302,097	5.3%	\$ 13,943,813	5.5%
	Hispanic American	\$ 3,009,105	1.2%	\$ 12,913	0.0%	\$ 3,022,018	1.2%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ 13,641	0.0%	\$ -	0.0%	\$ 13,641	0.0%
	TOTAL MINORITY MEN	\$ 4,222,147	1.7%	\$ 13,523,343	5.4%	\$ 17,745,490	7.0%
MINORITY WOMEN	African-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Asian-American	\$ 549,967	0.2%	\$ 19,229	0.0%	\$ 569,205	0.2%
	Hispanic American	\$ 127,183	0.1%	\$ 219,172	0.1%	\$ 346,355	0.1%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	TOTAL MINORITY WOMEN	\$ 677,159	0.3%	\$ 238,401	0.1%	\$ 915,560	0.4%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ 4,899,306	1.9%	\$ 13,761,744	5.4%	\$ 18,661,050	7.4%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ 4,694,177	1.9%	\$ 31,493,947	12.5%	\$ 36,188,124	14.3%
SUBTOTAL WOMEN, MINORITY BUSINESS ENTERPRISE (WMBE)		\$ 9,593,483	3.8%	\$ 45,255,691	17.9%	\$ 54,849,174	21.7%
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ 8,617	0.0%	\$ 1,020	0.0%	\$ 9,637	0.0%
TOTAL WMDVBE		\$ 9,602,100	3.8%	\$ 45,256,711	17.9%	\$ 54,858,811	21.7%
GROSS PROCUREMENT						\$ 252,557,448	
EXCLUSIONS						\$ -	
TOTAL NET PROCUREMENT						\$ 252,557,448	

1 Purchase amounts have been rounded to the nearest whole dollar



2012 WMDVBE NEW COMCAST CALIFORNIA VENDORS ADDED TO CPUC'S SUPPLIER CLEARINGHOUSE



COMCAST'S UTILIZATION OF WMDVBE ATTORNEYS AT NON-WMDVBE LAW FIRMS

The table below provides information on Comcast's contracting with non-WMDVBE law firms who assigned WMDVBE attorneys to work on Comcast California projects. This data is supplied by the law firms retained by Comcast and details the non-WMDVBE firms legal service payments.

LEGAL DIVERSITY SPEND REPORT					
ETHNICITY		ATTORNEYS		PARALEGALS	
		BILLABLE HOURS	BILLINGS	BILLABLE HOURS	BILLINGS
MINORITY MEN	African-American Men	177	\$ 79,749	67	\$ 5,526
	Asian-American Men	525	\$ 160,095	0	\$ -
	Hispanic Men	1,153	\$ 549,861	0	\$ -
	Native-American Men	0	\$ -	0	\$ -
	Other	0	\$ -	0	\$ -
	TOTAL MINORITY MEN	1,854	\$ 789,705	67	\$ 5,526
MINORITY WOMEN	African-American Women	1	\$ 175	0	\$ -
	Asian-American Women	971	\$ 260,132	115	\$ 15,350
	Hispanic Women	808	\$ 257,630	0	\$ -
	Native-American Women	0	\$ -	0	\$ -
	Other	0	\$ -	0	\$ -
	TOTAL MINORITY WOMEN	1,779	\$ 17,937	115	\$ 15,350
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		3,633	\$ 1,307,641	181	\$ 20,875
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		166	\$ 53,662	0	\$ -
SUBTOTAL MINORITY, WOMEN BUSINESS (MWBE)		3,799	\$ 1,361,304	181	\$ 20,875
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		0	\$ -	0	\$ -
TOTAL WMDVBE		3,799	\$ 1,361,304	181	\$ 20,875





EXPENSE CATEGORY	2012 (Actual \$)
Labor	\$ 91,350.00
Program Expenses	\$ 14,670.27
Reporting Expenses	\$ 6,692
Training	\$ 2,168.09
Memberships / Dues	\$ 17,500.00
Other	\$ 4,705.85
Total	\$ 137,086.21

- **Labor:** Salary and payroll-related costs of employees working on WMDVBE matters.
- **Program Expenses:** Printing, postage, supplies, outreach and other costs directly related to programs.
- **Reporting Expenses:** Computer, accounting, printing and other expenses in preparing reports to the CPUC.
- **Training Expenses:** Costs related to training employees (internal) and suppliers (external).
- **Memberships/Dues:** Membership fees for national certification organizations.
- **Other:** Miscellaneous costs/credits that do not fall in other categories.



CATEGORY	CPUC GOALS	2010 ACTUAL	2011 ACTUAL	2012 ACTUAL
Minority Men		6.0%	5.9%	7.2%
Minority Women		0.9%	2.8%	0.8%
Minority Business Enterprise (MBE)	15.0%	6.9%	8.7%	8.0%
Women Business Enterprise (WBE)	5.0%	3.7%	11.3%	14.3%
Women Minority Business Enterprise (WMBE)	20.0%	10.6%	20.0%	22.3%
Service Disabled Veteran Business Enterprise (DVBE)	1.5%	0.0%	0.0%	0.0%
TOTAL WMDVBE	21.5%	10.6%	20.0%	22.3%

2012 WMDVBE RESULTS BY PRODUCT AND SERVICE – TIER 2							
ETHNICITY		2012 GENERAL ORDER 156					
		Product \$	Product %	Services \$	Services %	TOTAL \$	TOTAL %
MINORITY MEN	African-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Asian-American	\$ -	0.0%	\$ 3,079	0.0%	\$ 3,079	0.0%
	Hispanic American	\$ -	0.0%	\$ 444,364	0.2%	\$ 444,364	0.2%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	TOTAL MINORITY MEN	\$ -	0.0%	\$ 447,443	0.2%	\$ 447,443	0.2%
MINORITY WOMEN	African-American	\$ -	0.0%	\$ 7,027	0.0%	\$ 7,027	0.0%
	Asian-American	\$ -	0.0%	\$ 1,040,321	0.4%	\$ 1,040,321	0.4%
	Hispanic American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Native-American	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	Other	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	TOTAL MINORITY WOMEN	\$ -	0.0%	\$ 1,047,348	0.4%	\$ 1,047,348	0.4%
TOTAL MINORITY BUSINESS ENTERPRISE (MBE)		\$ -	0.0%	\$ 1,494,791	0.6%	\$ 1,494,791	0.6%
TOTAL WOMEN BUSINESS ENTERPRISE (WBE)		\$ -	0.0%	\$ 3,620	0.0%	\$ 3,620	0.0%
SUBTOTAL WOMEN, MINORITY BUSINESS ENTERPRISE (WMBE)		\$ -	0.0%	\$ 1,498,411	0.6%	\$ 1,498,411	0.6%
SERVICE DISABLED VETERANS BUSINESS ENTERPRISE (DVBE)		\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
TOTAL WMDVBE		\$ -	0.0%	\$ 1,498,411	0.6%	\$ 1,498,411	0.6%
TOTAL PROCUREMENT						\$ 252,557,448	
EXCLUSIONS						\$ -	
TOTAL NET PROCUREMENT						\$ 252,557,448	

1 Purchase amounts have been rounded to the nearest whole dollar

LIST OF WMDVBE SUPPLIER COMPLAINTS

(Section 9.1.6)

Comcast had no WMDVBE-related complaints at the California Public Utilities Commission in 2012.

UNDER-UTILIZED SERVICES

(Section 9.1.8)

The Company has pursued diversity objectives in its purchase of professional services, including banking and legal services.

Legal Services

Comcast remains committed to working with women lawyers and lawyers of color and using firms whose diversity represents that of the communities we serve. Comcast is a member of the Inclusion Initiative, a collaborative effort of forward-looking companies committed to a measurable increase in the retention of minority and women-owned law firms by Corporate America. To that end, Comcast spent in excess of \$2.3 million with diverse law firms in 2012, more than double its spending in 2011. Comcast also remains committed to working with diverse lawyers at majority-owned law firms (see “Comcast’s Utilization of WMDVBE Attorneys at Non-WMDVBE Law Firms,” above).

Financial Services

- For the ninth consecutive year in 2012, Comcast arranged a major credit facility with ten minority-owned banks, including administrative and syndication agent, United Bank of Philadelphia.
- Minority-owned banks have participated in the underwriting of numerous Comcast bond offerings, adding value to the process

and earning significant income along the way. For example, eight diverse banks participated in Comcast’s and NBCUniversal’s bond issuances in 2012. Combined, these banks underwrote \$111.8 million in bonds for which they received a fee.

- Comcast added two diverse money managers to the ranks of those helping the company. One of the two African American-owned firms is now managing a portion of the company’s short-term fixed income assets and the other is managing a portion of the equity allocation in NBCUniversal’s pension plan.

Advertising in Diverse Media Outlets

To increase our diverse vendors, Comcast partners with, and advertises in, diverse media outlets.

For over ten years, Comcast has partnered with New America Media—the largest ethnic media organization in the country, reaching more than 10,000 ethnic media—to educate diverse communities about our initiatives. New American Media also produces New America Now, a television program that provides a platform for ethnic media to share their voices and views on key issues impacting their communities. New America Now airs on Comcast Hometown Network in Northern California.

In 2012, Comcast Cable invested more than \$7.6 million in ethnic media advertising that communicates in Chinese, Filipino, Korean, Japanese, South Asian, Spanish and Vietnamese languages.

EXCLUDABLES DUE TO LACK OF AVAILABILITY

(Section 9.1.9)

Comcast California has no excludables to report.

WMDVBE ANNUAL SHORT-, MID-, AND LONG-RANGE GOALS BY PRODUCTS AND SERVICES

(Section 10.1.1)

Comcast is pleased to have achieved a 22.3 percent Supplier Diversity spend in 2012, surpassing our 2012 goal of 18.0 percent. Comcast California was able to exceed the GO 156 21.5 percent goal despite not having several large capital projects in 2012. Comcast California is setting its Short-, Mid-, and Long Term Goals to reflect its on-going Operations. (See Appendix A - WMDVBE Annual Short, Mid & Long Term Goals by Product and Services Categories found on pages 36 - 39.)

BUILDING ON SUCCESS 2013 PROGRAM

(Section 10.1.2)

Comcast California continues to build a solid foundation for its long-term Supplier Diversity Program by enhancing and expanding its internal and external initiatives in 2013.

Internal

- Expand use of the CVM Solutions Internal Supplier Diversity database to the purchasing decision-makers and business leaders in the region.
- Conduct quarterly review meetings with senior management to monitor supplier diversity progress. Increase accomplishments of Comcast California's Supplier Diversity Program by using more internal communication channels.
- Continue to expand the knowledge of the Supplier Diversity Specialist by attending at least one external Supplier Diversity training program by the end of 2013.

External

- Grow the registration of diverse vendors/suppliers on the website www.comcast.com/supplierdiversity. Expand the list of Non-Diverse Prime vendors reporting their Tier 2 spend.
- Increase the number of Comcast specialized vendor fairs with purchasing decision-makers. Target Comcast California's Top 10 Diverse Non-CPUC vendors and encourage them to become CPUC Clearinghouse certified.
- Actively pursue African American, Service Disabled, and Native American vendors and strive to include these vendors in major purchasing opportunities.
- Participate in at least 15 outreach events scheduled throughout California in 2013.
- Conduct at least one vendor training session in 2013 on a subject to be determined.

PLANS FOR RECRUITING DIVERSE SUPPLIERS IN LOW UTILIZATION AREAS

(Section 10.1.3)

Comcast Cable remains committed to the use of diverse suppliers, which includes increasing partnerships with diverse organizations and Tier 2, or subcontracting procurement programs, to encourage prime suppliers to work with diverse vendors and grow existing initiatives. Comcast California will participate in these company-wide initiatives.

PLANS FOR ENCOURAGING BOTH PRIME CONTRACTORS AND GRANTEES TO ENGAGE DIVERSE SUPPLIERS IN ALL CATEGORIES, WHICH PROVIDES SUBCONTRACTING OPPORTUNITIES

(Section 10.1.5)

Comcast has taken steps to further its goal of increasing the number of prime or Tier I suppliers who provide Tier II data. In early 2012, Comcast's Chief Procurement Officer sent a letter to many of the company's top Tier I suppliers, encouraging them to work with the company to help expand our supplier diversity program through the successful creation of Tier II opportunities for diverse businesses. The letter further advised of the newly-launched online Tier II reporting system for prime suppliers to track progress more effectively and explained that we expect Tier I suppliers to share their supplier diversity activity via this site. Since its launch, dozens of Comcast and NBCUniversal's largest Tier I suppliers have been trained on how to use the site and are now reporting. In addition, Comcast California is working directly with Non-Prime Vendors who conduct business in California. Comcast California expects to expand its efforts to capture more Tier 2 spend data in 2013.

PLANS FOR COMPLYING WITH THE SUPPLIER DIVERSITY PROGRAM GUIDELINES ESTABLISHED BY COMMISSION AS REQUIRED BY PUBLIC UTILITIES SECTION 8283(c)

(Section 10.1.6)

Comcast continues to voluntarily comply with General Order 156. Each year, Comcast is evolving and enhancing its reporting methods and Supplier Diversity Program.



WMDVBE ANNUAL SHORT, MID & LONG TERM GOALS BY PRODUCT AND SERVICE CATEGORIES																
		SHORT - TERM (2013)						MID - TERM (2016)				LONG - TERM (2018)				
MAJOR GROUP SIC CODES	SIC CODE DESCRIPTION	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE
		MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	WOMEN BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES
7	AGRICULTURAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
15	BUILDING CONSTRUCTION	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
16	HEAVY CONSTRUCTION OTHER THAN BUILDING CONSTRUCT	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
17	CONSTRUCTION - SPECIAL TRADE CONTRACTORS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
23	APPAREL AND OTHER FINISHED PRODUCTS FROM FABRICS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
25	FURNTIURE AND FIXTURES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
27	PRINTING, PUBLISHING, AND ALLIED INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
33	PRIMARY METAL INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
35	INDUSTRIAL AND COMMERCIAL MACHINERY AND COMPUTER	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
36	ELECTRONICS AND OTHER ELECTRICAL EQUIPMENT AND COMPONENTS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
38	MEASURING, ANALYZING, AND CONTROLLING INSTRUMENTS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
39	MISC. MANUFACTURING INDUSTRIES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
42	MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
47	TRANSPORTATION SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
48	COMMUNCIATIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
49	ELECTRIC, GAS, AND SANITARY SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
50	WHOLESALE TRADE - DURABLE GOODS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
51	WHOLESALE TRADE - NONDURABLE GOODS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%
52	BUILDING MATERIALS, HARDWARE, GARDEN SUPPLY, AND MOBILE HOME DEALERS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%



WMDVBE ANNUAL SHORT, MID & LONG TERM GOALS BY PRODUCT AND SERVICE CATEGORIES <i>continued</i>																	
		SHORT - TERM (2013)						MID - TERM (2016)					LONG - TERM (2018)				
MAJOR GROUP SIC CODES	SIC CODE DESCRIPTION	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE	MEN	WOMEN	WBE	SDVBE	WMDVBE	
		MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	WOMEN BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	MINORITY BUSINESS ENTERPRISES	SERVICE-DISABLED BUSINESS ENTERPRISES	WOMEN MINORITY SERVICE-DISABLED BUS. ENTERPRISES	
54	FOOD STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
55	AUTOMOTIVE DEALERS AND GASOLINE SERVICE STATIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
56	APPAREL AND ACCESSORY STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
57	HOME FURNITURE, FURNISHING, AND EQUIPMENT STORES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
58	EATING AND DRINKING PLACES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
59	MISCELLANEOUS RETAIL	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
61	NONDEPOSITORY CREDIT INSTITUTIONS	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
65	REAL ESTATE	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
72	PERSONAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
73	BUSINESS SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
75	AUTOMOTIVE REPAIR	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
76	MISCELLANEOUS REPAIR SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
78	MOTION PICTURES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
81	LEGAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
82	EDUCATIONAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
83	SOCIAL SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
87	ENGINEERING, ACCOUNTING, RESEARCH, MANAGEMENT, AND RELATED SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
89	MISCELLANEOUS SERVICES	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	
	TOTAL	7.0%	1.0%	14.0%	0.5%	22.5%	7.5%	1.5%	14.0%	1.0%	24.0%	8.0%	2.0%	14.0%	1.5%	25.5%	

Appendix B 2012 SUMMARY OF WMDVBE SPEND BY SIC CODE ALL TIERS																								
Major Group SIC Codes	SIC Code Description	NAICS Codes	NAICS Code Description		AFRICAN-AMERICAN		ASIAN-AMERICAN		HISPANIC		NA TIVE-AMERICAN		OTHER		TOTAL MEN	TOTAL WOMEN	TOTAL MBE	TOTAL WBE	SUBTOTAL WMBE	TOTAL SDVBE	TOTAL WMDVBE	TOTAL	TOTAL	TOTAL
					MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	Minority Business Enterprises	Minority Business Enterprises	Minority Business Enterprises	Women Business Enterprises	Women/Minority Business Enterprises	Service-Disabled Business Enterprises	Women Minority Service-Disabled Business Enterprises	NON-CPUC DIVERSE VENDORS/SUPPLIERS	NON-DIVERSE VENDORS/SUPPLIERS	PROCUREMENT
7	Agricultural Services	541320, 561730	Landscape Architectural Services, Landscaping Services	\$ %	\$ 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 650	\$ 401,991	\$ 402,641
15	Building Construction	236116, 236210, 236220	Multi-Family, Industrial, Commerical and Institutional Building Construction	\$ %	\$ 524,025 0.9%	\$ - 0.0%	\$ 40,462 0.1%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 564,487 1.0%	\$ - 0.0%	\$ 564,487 1.0%	\$ - 0.0%	\$ 564,487 1.0%	\$ - 0.0%	\$ 564,487 1.0%	\$ - 0.0%	\$ 642,249 0.3%	\$ 1,206,736 0.5%
16	Heavy Construction Other Than Building Construct	237110,237130, 237130	Power and Communications Line and Related Structure Construction	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 48,896,352 24.9%	\$ 48,896,352 19.4%
17	Construction - Special Trade Contractors	238140, 238160, 238210, 238220, 238290, 238320	Masonry, Roofing, Electrical, Painting, Plumbing, and Building Equipment Contractors	\$ %	\$ - 0.0%	\$ - 0.0%	\$ 13,258,050 23.5%	\$ - 0.0%	\$ 447,267 0.8%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 13,705,317 24.3%	\$ - 0.0%	\$ 13,705,317 24.3%	\$ 30,465,234 54.1%	\$ 44,170,551 78.4%	\$ - 0.0%	\$ 44,170,551 78.4%	\$ 84,984 0.0%	\$ 8,009,593 4.1%	\$ 52,265,128 20.7%
20	Bottled and Canned Soft Drinks	312111, 312112	Soft Drink Manufacturing, Bottled Water Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 9,681	\$ 9,681
23	Apparel and Other Finished Products From Fabrics	315210, 315225	Cut and Sew Apparel Contractors	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 105,148 0.1%	\$ 105,148 0.0%
25	Furntiure and Fixtures	333313, 336360	Commercial and Service Industry Machinery Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 376,484 0.2%	\$ 376,484 0.1%
27	Printing, Publishing, and Allied Industries	323110, 323210, 511110	Commerical Printing and Publishing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 2,293 0.0%	\$ 2,293 0.0%	\$ - 0.0%	\$ 2,293 0.0%	\$ 152,682 0.1%	\$ 1,560,548 0.8%	\$ 1,715,523 0.7%
30	Fabricated Rubber Products, Rubber and Plastic Footwear	316211, 326299, 339113	Other Rubber Product, Manu- facturing, Footwear Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 26,306	\$ 26,306
33	Primary Metal Industries	331422, 335921	Copper Wire Drawing, Fiber Optic Cable Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 51,040 0.1%	\$ 51,040 0.1%	\$ - 0.0%	\$ 51,040 0.1%	\$ - 0.0%	\$ 9,298,107 4.7%	\$ 9,349,147 3.7%
35	Industrial and Commercial Machinery and Computer	332710, 333921, 334111, 334119	Machine Shops, Elevator and Moving Stairway Manufacturing, Electronic Computer Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 748,909	\$ 748,909
36	Electronics and Other Electrical Equipment and Components	334210, 334220, 334290, 334310, 334414, 334417, 334419	Telephone, Wireless, Radio and Television Broadcasting Equipment, Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ 435 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 435 0.0%	\$ - 0.0%	\$ 435 0.0%	\$ 3,374,000 6.0%	\$ 3,374,435 6.0%	\$ - 0.0%	\$ 3,374,435 6.0%	\$ 150,746 0.1%	\$ 19,739,617 10.0%	\$ 23,264,798 9.2%
38	Measuring, Analyzing, and Controlling Instruments	335110, 335312, 335921, 339113	Electric Lamp Bulb, Motor, Fiber Optics Cable and Part Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 8,617 0.0%	\$ 8,617 0.0%	\$ - 0.0%	\$ 46,184	\$ 54,801	
39	Misc. Manufacturing Industries	339944, 339950, 339999	Carbon Paper and Inked Ribbon Manufacturing, Sign Manufacturing	\$ %	\$ - 0.0%	\$ - 0.0%	\$ 466,459 0.8%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 466,459 0.8%	\$ - 0.0%	\$ 466,459 0.8%	\$ - 0.0%	\$ 466,459 0.8%	\$ - 0.0%	\$ 466,459 0.8%	\$ - 0.0%	\$ 40,443	\$ 506,902
42	Motor Freight Transportation and Warehousing	484110, 484230, 493110, 493190, 531130	General and Specialized Feight Trucking, Local and Long Distance, Warehousing and (Self) Storage	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 6,058	\$ 1,178,467	\$ 1,184,525
45	Air Transporation, Nonscheduled	492110	Couriers and Express Delivery Services	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 481,796	\$ 481,796
47	Transportation Services	488510, 488991, 488999	Freight Transportation Arrangement, Packing and Crating, and Other Support Activities	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 386	\$ 1,674,998	\$ 1,675,384
48	Communciations	515112, 515120, 515210, 517110, 517210	Radio Station, Television Broadcasting, Wired Telecommunication Carriers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 2,997,369 5.3%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 2,997,369 5.3%	\$ - 0.0%	\$ 2,997,369 5.3%	\$ - 0.0%	\$ 2,997,369 5.3%	\$ - 0.0%	\$ 2,997,369 5.3%	\$ 79,834 0.0%	\$ 47,423,999 24.1%	\$ 50,501,202 20.0%
49	Electric, Gas, and Sanitary Services	221122, 517919, 562119, 562212, 562219, 562920, 562998	Electric Power Distribution, Telecommunications, Other Waste Collection, Materials Recovery	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 1,020 0.0%	\$ 1,020 0.0%	\$ - 0.0%	\$ 421,088	\$ 422,108
50	Wholesale Trade - Durable Goods	238990, 423210,	All OtherSpecialty Trade Contractors, Furniture, Lumber, Office Equipment, etc.	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 1,558,931 2.8%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 13,641 0.0%	\$ - 0.0%	\$ 13,641 0.0%	\$ 1,558,931 2.8%	\$ 1,572,572 2.8%	\$ 97,809 0.2%	\$ 1,670,381 3.0%	\$ - 0.0%	\$ 1,670,381 3.0%	\$ 120,465 0.1%	\$ 13,046,595 6.6%	\$ 14,837,441 5.9%
51	Wholesale Trade - Nondurable Goods	423120, 424120, 424210, 424320, 424720	Motor Vehicle Supplies , Stationery and Office Supplies, Apparel, Petroleum Wholesalers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 3,770 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 3,770 0.0%	\$ - 0.0%	\$ 3,770 0.0%	\$ - 0.0%	\$ 3,770 0.0%	\$ - 0.0%	\$ 3,770 0.0%	\$ - 0.0%	\$ 259,326 0.1%	\$ 263,096 0.1%
52	Building Materials, Hardware, Garden s Supply, and Mobile Home Dealer	444130, 444190, 444210	Hardware Stores, Other Building Material Dealers, Outdoor Power Equipment Stores	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 583,997 1.0%	\$ 583,997 1.0%	\$ - 0.0%	\$ 583,997 1.0%	\$ - 0.0%	\$ 17,764	\$ 601,761
54	Food Stores	445299, 722213	All Other Specialty Food Stores, Snack and Non-alcoholic Beverage Bars	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 383,923	\$ 383,923

Appendix B continued 2012 SUMMARY OF WMDVBE SPEND BY SIC CODE ALL TIERS																								
Major Group SIC Codes	SIC Code Description	NAICS Codes	NAICS Code Description		AFRICAN-AMERICAN		ASIAN-AMERICAN		HISPANIC		NA TIVE-AMERICAN		OTHER		TOTAL MEN	TOTAL WOMEN	TOTAL MBE	TOTAL WBE	SUBTOTAL WMBE	TOTAL SDVBE	TOTAL WMDVBE	TOTAL	TOTAL	TOTAL
					MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	MEN	WOMEN	Minority Business Enterprises	Minority Business Enterprises	Minority Business Enterprises	Women Business Enterprises	Women/Minority Business Enterprises	Service-Disabled Business Enterprises	Women Minority Service-Disabled Business Enterprises	NON-CPUC DIVERSE VENDORS/SUPPLIERS	NON-DIVERSE VENDORS/SUPPLIERS	PROCUREMENT
55	Automotive Dealers and Gasoline Service Stations	441221, 811111	Motorcycle Dealers, General Automotive Repair	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 14,907 0.0%	\$ 14,907 0.0%
56	Apparel and Accessory Stores	448120, 448150, 448190, 561422	Men's, Women's Clothing Stores, Clothing Accessories Stores	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 461,696 0.2%	\$ 461,696 0.2%
57	Home Furniture, Furnishing, and Equipment Stores	443112, 443120	Radio, Television, Computer, and Other Electronic Stores	\$ %	\$ 33,660 0.1%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 7,966 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 41,626 0.1%	\$ - 0.0%	\$ 41,626 0.1%	\$ 80,142 0.1%	\$ 121,768 0.2%	\$ - 0.0%	\$ 121,768 0.2%	\$ 6,812 0.0%	\$ 628,419 0.3%	\$ 756,999 0.3%
58	Eating and Drinking Places	722310, 722320	Food Service Contractors, Caterers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 129,018 0.1%	\$ 129,018 0.1%
59	Miscellaneous Retail	453998, 454210, 454312, 454390	All Other Misc. Store Retailers, Vending Machines Operators, Oil Dealers, Direct Sell	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 92,698 0.2%	\$ 92,698 0.2%	\$ - 0.0%	\$ 92,698 0.2%	\$ 42,005 0.0%	\$ 716,745 0.4%	\$ 851,448 0.3%
61	Nondepository Credit Institutions	522298, 522320	All Other Nondepository Credit Intermediation, Financial Transactions Processing...	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 291,694 0.1%	\$ 291,694 0.1%
65	Real Estate	237210, 531120, 531210, 531390	Land Subdivision, Lessors of Nonresidential Buildings, Offices of Real Estate Brokers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 618,591 0.3%	\$ 618,591 0.2%
67	Investments	523910	Miscellaneous Intermediation	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 155,431 0.1%	\$ 155,431 0.1%
72	Personal Services	561740, 812332	Carpet and Upholstery Cleaning Services, Industrial Launderers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 344,244 0.2%	\$ 344,244 0.1%
73	Business Services	238990, 323114, 711510, ...	All Other Specialty Trade Contractors, Quick Printing, etc, Independent Artist and Writers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ 178,407 0.3%	\$ - 0.0%	\$ 346,355 0.6%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 178,407 0.3%	\$ 346,355 0.6%	\$ 524,762 0.9%	\$ 905,358 1.6%	\$ 1,430,120 2.5%	\$ - 0.0%	\$ 1,430,120 2.5%	\$ 292,456 0.1%	\$ 13,391,367 6.8%	\$ 15,113,943 6.0%
75	Automotive Repair	532111, 811111, 811121, 811122, 811198	Car Rentals, Automotive Repair, Body, Paint, Glass, Interior, Other Repair and Maintenance	\$ %	\$ - 0.0%	\$ 7,027 0.0%	\$ 3,079 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 3,079 0.0%	\$ 7,027 0.0%	\$ 10,106 0.0%	\$ 3,620 0.0%	\$ 13,726 0.0%	\$ - 0.0%	\$ 13,726 0.0%	\$ - 0.0%	\$ 9,332,891 4.7%	\$ 9,346,617 3.7%
76	Miscellaneous Repair Services	443111, 561622, 811213	Household Appliance Stores, Lock Smiths, Communication Equipment Repair and Maint.	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0% 0	\$ - .0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 32,844 0.2%	\$ 475,544 0.2%	\$ 508,388 0.2%
78	Motion Pictures	512110	Motion Picture and Video Production	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 126,633 0.1%	\$ 126,633 0.1%
79	Theatrical Produces and Seviles, Entertainers and Groups, Amusement	487990, 561990, 711219, 711510, 713990	Scenic and Sightseeing Transportation, Other Amusement Industries, Spectator Sports	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 59,025 0.0%	\$ 59,025 0.0%
80	Offices and Clinics of Osteopathic Physicians,	621111, 621399, 621493	Offices of Physicians, Misc. Health Practitioners, Emergency Centers	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 11,511 0.0%	\$ 11,511 0.0%
81	Legal Services	541110	Offices of Lawyers	\$ %	\$ 208,333 0.4%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 208,333 0.4%	\$ - 0.0%	\$ 208,333 0.4%	\$ - 0.0%	\$ 208,333 0.4%	\$ - 0.0%	\$ 208,333 0.4%	\$ - 2.3%	\$ 4,607,846 2.3%	\$ 4,816,179 1.9%
82	Educational Services	519120, 611110, 611310, 611430, 611699	Libraries and Archives, Elementary, Secondary Schools, Colleges, Management Training	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 75,297 0.0%	\$ 75,297 0.0%
83	Social Services	813319	Other Social Advocay Organizations	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 253,654 0.1%	\$ 253,654 0.1%
86	Civic and Social Associations, Membership Organizations	813319, 813410, 813910	Business Associations, Civic and Social Organizations, Other Social Advocacy Orgnaizations	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 58,016 0.0%	\$ 58,016 0.0%
87	Engineering, Accounting, Research, Management, and Related Services	541310, 541611, 541711, 561110	Architectural Services, Management Consulting Services, Office Adminstrative Services	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 50,595 0.1%	\$ 10,010 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 10,010 0.0%	\$ 50,595 0.1%	\$ 60,605 0.1%	\$ 535,553 1.0%	\$ 596,158 1.1%	\$ - 0.0%	\$ 596,158 1.1%	\$ 9,142 0.0%	\$ 9,270,609 4.7%	\$ 9,875,909 3.9%
89	Miscellaneous Services	541620, 541990, 711510	Environmental Consulting Services, All Other Professional, Scientific, Technical Services	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0% 0	\$ - .0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.5%	\$ 915,625 0.4%	\$ 915,625 0.4%
All Other	SIC Codes: 20,28,30,34,45,53,64, 67, 70, 79,80, 86, 91	312112, 325520, 332323, 492110, 452112, 524298, 721110, 721199, 487990	All other SIC Codes with no diverse \$ spend values \$4000 or less.	\$ %	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 21,242 0.0%	\$ 21,242 0.0%
				\$ %	\$ 766,018 1.4%	\$ 7,027 0.0%	\$ 13,946,892 24.7%	\$ 1,609,526 2.9%	\$ 3,466,382 6.2%	\$ 346,355 0.6%	\$ - 0.0%	\$ - 0.0%	\$ 13,641 0.0%	\$ - 0.0%	\$ 18,192,933 32.3%	\$ 1,962,908 3.5%	\$ 20,155,841 35.8%	\$ 36,191,744 64.2%	\$ 56,347,585 100.0%	\$ 9,637 0.0%	\$ 56,357,222 100.0%	\$ 979,064 0.4%	\$ 196,749,573 77.9%	\$ 252,587,448 100.0%

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